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Looking Up! 1981 DP Salary Report

2nd Annual WP Salary and Usage Survey

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June Volume 28 Number 6

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Cover

Dean Willis, staff artist, included kites in this month's cover illustration to symbolize that some of the DP salaries are flying high.

Coming in July

INFOSYSTEMS presents its popular semiannual review of new and enhanced software packages for the 10th time. Also, staff reports on disaster backup for the DP operation, intelligent copiers and magic wands as input devices.

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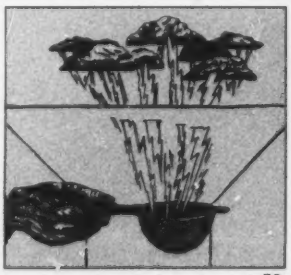

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ABP

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BPA

1981 Report

DP Salaries Looking Up!

INFOSYSTEMS' 23rd annual DP salary survey shows a jump of 12.8 percent for all 35 categories. Results are based on replies from 15,095 workers in 913 DP operations.

by John M. Lusa, Editor, and
Raymond S. Winkler,
Manager of Research

Editor's note: This is the 23rd consecutive year that INFOSYSTEMS *has conducted a salary survey of DP user personnel. It was the industry's first survey and, over the years, has built a reputation of being the most quoted and extensively used. The survey is completely planned and executed by the magazine's editorial and research departments. Great care is taken to make sure the survey is completely unbiased and that information is gathered on results from a large base of user companies.*

The shortage of experienced programmer and analyst personnel continues to have a greater than inflationary effect in the upward movement of salaries of personnel in these categories according to the results of the INFOSYSTEMS' 23rd annual DP salary survey. Overall, 35 categories are included in the survey. The jump in the national weekly average for all categories from 1980 to 1981 is 12.8 percent. This is a greater jump than reported a year ago. It appears that the lifting of the presidential "voluntary" guidelines has had a positive effect on salary increases.

The survey is based on salaries in effect on March 1, 1981. To arrive at the salary data in the charts on pages 42, 44, 46 and 50, some 913 firms reported on 15,095 DP positions.

The largest increases were reported for the top people in systems analysis and programming categories. Interestingly, supervisors in applications programming showed the largest increase with 22.6 percent. The second largest increase was awarded to lead applications programmers. Possibly, this may indicate the growing importance of applications software development. Over the years, the "glamour" positions were considered to be in systems work.

The top position in applications programming (code 25) has surpassed its counterpart in systems programming, with a national weekly average of $656 compared to $614 for the latter(code 20). The lead applications programmer has also gone in front of the comparable systems position with $567 vs. $563. Possibly, this may not be much of a statistical difference to base any clear-cut conclusion. In any case, users of the salary data are cautioned not to make any conclusions just on any one piece of data for any position. They are urged to look at

Percentage of 1980 Budget For:
(By Equipment Rental Range)

Rental Range Per Month	Outside Services	Software	Hardware (and Maintenance)	Personnel	Supplies	Other
Under $3,000	10.3	8.0	23.5	44.5	8.8	4.9
$3,000 to $4,499	7.0	6.9	28.4	43.9	9.4	4.4
$4,500 to $5,999	6.3	6.2	30.7	44.6	9.2	3.0
$6,000 to $8,999	2.9	4.1	32.9	47.5	9.6	3.0
$9,000 to $11,999	3.9	4.0	31.7	46.2	10.3	3.9
$12,000 to $14,999	7.0	5.0	31.1	43.5	8.7	4.7
$15,000 to $17,999	8.7	4.6	33.3	38.9	8.2	6.3
$18,000 to $24,999	5.4	4.9	35.9	39.5	7.5	6.8
$25,000 to $49,999	4.5	5.8	32.8	44.9	7.7	4.3
$50,000 to $74,999	4.8	6.4	33.8	43.1	7.2	4.7
$75,000 to $99,999	4.1	5.1	34.1	45.3	7.5	3.9
$100,000 to $149,999	6.8	3.8	31.8	45.1	6.5	6.0
$150,000 or more	9.4	7.2	30.3	44.3	5.2	3.6
Not available	51.0	0.5	14.5	29.7	3.3	1.0
Total	6.7	5.9	30.2	44.2	8.7	4.3

Operating Budget vs. DP Budget
(By Equipment Rental Range)

Rental Range Per Month	Average Total Operating Budget (in millions)	Average DP Budget (in millions)	Average DP Budget
Under $3,000	8.489	.105	1.24
$3,000 to $4,499	11.326	.128	1.13
$4,500 to $5,999	18.734	.246	1.31
$6,000 to $8,999	24.687	.346	1.40
$9,000 to $11,999	27.546	.351	1.27
$12,000 to $14,999	38.765	.351	.91
$15,000 to $17,999	48.297	.653	1.35
$18,000 to $24,999	49.585	.704	1.42
$25,000 to $49,999	67.959	.982	1.44
$50,000 to $74,999	81.126	1.558	1.92
$75,000 to $99,999	215.655	2.464	1.14
$100,000 to $149,999	301.423	2.590	.86
$150,000 or more	347.622	19.027	5.47
No Answer	37.276	1.871	5.02
Total	54.602	1.285	2.35

Revenues vs. DP Budget
(By Equipment Rental Range)

Rental Range Per Month	Total 1980 Revenues (in millions)	Average DP Budget (in millions)	Average DP Budget
Under $3,000	13.105	.088	.67
$3,000 to $4,499	27.842	.130	.47
$4,500 to $5,999	28.745	.299	.80
$6,000 to $8,999	33.940	.287	.85
$9,000 to $11,999	35.353	.337	.95
$12,000 to $14,999	55.370	.425	.77
$15,000 to $17,999	64.249	.688	1.07
$18,000 to $24,999	87.595	.781	.89
$25,000 to $49,999	123.412	1.255	1.02
$50,000 to $74,999	174.188	1.750	1.00
$75,000 to $99,999	283.355	2.560	.90
$100,000 to $149,999	212.623	3.343	1.57
$150,000 or more	775.280	6.173	.80
No Answer	66.215	.408	.62
Total	76.000	.746	.98

geographical, industry and rental range data, as well.

With the 1981 survey, INFOSYSTEMS attempted to clarify the salary and status of the top official responsible for information processing services within a company or operation. This year the survey asked respondents to include only those with this job description as a primary duty and not merely as an additional duty. As expected, there were fewer reported in 1981 (145 vs. 389). On the other hand, the average national weekly salary jumped 13.3 percent to $868.

When comparing the number of replies for the top MIS official (145) vs. DP manager (806), it could be inferred that although information systems management is growing in importance each year, the top person responsible for DP in most operations is still the DP manager (code 03). More than likely, this is true mostly for the smaller companies, while in others the title may not have been changed to meet new responsibilities.

In a special question on this subject, similar results are obtained. The results show that DP reports to a director of information systems only

Number of Employees In DP vs. Company
(By Equipment Rental)

Rental Range Per Month	Average Number In DP	Average Number In Company
Under $3,000	3	291
$3,000 to $4,499	4	453
$4,500 to $5,999	6	510
$6,000 to $8,999	8	530
$9,000 to $11,999	10	715
$12,000 to $14,999	12	769
$15,000 to $17,999	14	1,009
$18,000 to $24,999	17	1,110
$25,000 to $49,999	31	1,977
$50,000 to $74,999	44	2,391
$75,000 to $99,999	71	5,592
$100,000 to $149,999	95	6,526
$150,000 or more	276	26,999
Not Available	25	1,152
Total	23	1,872

Data Processing Reports to:

Financial Officer/ Controller	40.8%
Vice President, Owner, General Manager	29.6%
Vice President	11.9%
Director of Information Systems (MIS)	7.7%
Other	10.0%

Data Base Management Reports to:

Data Processing Manager	32.1%
Director of Information Systems (MIS)	23.0%
President, Owner, General Manager	17.0%
Financial Officer/ Controller	15.4%
Vice President	4.4%
Other	8.1%

Have Person With Title of EDP Auditor

Yes	8.4%
No	91.6%
TOTAL	100.0%

7.7 percent of the time. Otherwise, DP reports to a financial officer, 40.8 percent; president, owner or general manager, 29.6 percent; a vice president, 11.9 percent; and others, 10 percent.

Considering the growing importance of data communications, INFOSYSTEMS continued to ask questions to clarify this situation. This year's results again show that the DP or information systems executive holds a tight reign on this function. In 59.6 percent of the cases, data communications reports to them. More conclusively, another question shows that when there is a data communications function within an operation it is the responsibility of the DP manager, 59.7 percent of the time, and the director of information systems, 18.2 percent. In only 7.7 percent of the time was there even a communications manager.

Last year the question was asked if the responding operation had a person responsible for data security. This year, 3.2 percent said yes, only a slight increase over 1980. On the other hand, those "planning to do so" were at 11.1 percent, a slight drop from 1980.

With another question, INFOSYSTEMS learned that distributed DP is about the same importance this year as last. In 1980 some 38.7 percent said they use DDP or plan to within a year. In 1981 the figure is 39.6 percent.

When asked about the inclusion of the user systems in the DP budget, 26.9 percent said "yes." This is about the same as last year. On the other hand, there was an increase from 27.3 to 34.4 percent in the budgeted figure for the user system within the DP budget for those respondents that answered in the affirmative.

A new question was asked in 1981: "Do you have a person in your company with the title of EDP auditor?" Only 8.4 percent indicated they have one.

On the following pages are the detailed break-outs for each of the 35 positions covered by the survey. □

(Charts continue on page 42)

Job Descriptions Available
Detailed job descriptions for the 35 DP positions surveyed are available free of charge. Enter No. 21 on the Reader Information Card.

1980 Revenues and Operating Budget vs. DP Budget
(By Industry)

Industry	Total 1980 Revenues (in millions)	Total 1980 Operating Budget (in millions)	Average DP Budget (in Millions)	% of Budget	% of Revenue
Advertising, Printing, Publishing	55.000	45.000	.735	1.34	1.63
Banking, Financial	35.164	17.405	1.764	5.02	10.10
Educational	49.382	43.327	.582	1.18	1.34
Engineering-Construction	19.734	3.849	.070	.35	1.82
Gov't Agencies (Fed., State, City)	42.360	41.774	.416	.98	1.00
Hospital-Health Care	34.422	29.119	.456	1.32	1.57
Insurance	87.002	35.124	1.547	1.75	4.40
Public Utilities	234.651	194.179	3.242	1.38	1.67
Retail Sales & Distribution	82.627	44.183	.836	1.01	1.90
Service—Data Processing	2.219	1.894	.542	37.90	44.50
Service—Other than DP	28.626	12.573	.446	1.57	3.56
Transportation	82.496	73.597	.723	.88	.98
Wholesale Sales & Distribution	112.892	96.966	.513	.45	.53
Manufacturing and Processing					
Electrical, Electronic	55.584	22.471	.482	.87	2.14
Food, Tobacco, Drugs	167.750	153.375	1.113	.66	.73
Machinery, Instruments, Equipment	21.686	15.042	.227	1.05	1.51
Metal Producing and Fabricating	50.114	21.792	.212	.42	.97
Apparel, Textiles	36.333	32.167	.385	1.06	1.20
Lumber, Wood, Furniture, Paper	47.956	45.769	.446	.93	.98
Chemicals, Petroleum, Coal	*	*	*	*	*
Rubber, Leather, Glass or Clay Products	80.617	69.833	.675	.84	.97
Other	46.205	34.753	.583	1.26	1.68
Total	62.407	47.206	.793	1.27	1.68

*insufficient information

Data Communications Report to:

Data Processing Manager	33.8%
Director of Information Systems (MIS)	25.8%
President, Owner, General Manager	19.9%
Vice President	6.0%
Financial Officer/ Controller	3.3%
Other	11.3%

Person Responsible for Data Communications

Data Processing Manager	59.7%
Director of Information Systems (MIS)	18.2%
Communications Manager	7.7%
Other	14.4%

Additional Reprints
Additional copies of the DP Salary Survey in this issue are available for $5 each. In quantities of 10 or more, the cost is $4.50. Send your check or company purchase order to the Salary Reprint Department, INFOSYSTEMS, Hitchcock Building, Wheaton, IL 60187.

Additional Salary Breakouts
Salary survey breakouts for your geographic area or industry are available at $10 each. These customized reports show average salaries, average high and low established salary ranges and actual high and low salaries for companies in the equipment rental range you select in your industry or metropolitan area. Use only the geographic area shown in the charts on the following pages or the industries shown in the charts with this article. Send your check or company purchase order to Manager of Research, INFOSYSTEMS, Hitchcock Building, Wheaton, IL 60187.

Weekly Salaries for All Infosystems Jobs: Nationwide and by Size of Installation

NATIONAL STATISTICS

Job Description	Job Code	Number Reported	Lowest Reported Actual Salary	25th Percentile* Actual Salary	National Average Actual Salary	Median* Actual Salary	Mode* Actual Salary	75th Percentile* Actual Salary	Highest Reported Actual Salary	Established Salary Range—Average Low	Established Salary Range—Average High
MANAGEMENT											
Top MIS Official	(01)	145	461	730	868	822	769	961	1730	726	1050
Data Base Systems	(02)	121	336	403	558	530	569	697	1230	515	728
Data Processing	(03)	806	207	493	601	576	576	692	1192	507	707
Ass't D.P.	(04)	171	230	432	544	519	432	634	1000	431	611
Project/Team Leader											
Leader	(05)	513	288	492	595	596	636	684	923	462	672
Systems Analysis and Programming											
Manager/Supervisor	(06)	451	265	576	639	615	601	659	1196	507	722
Lead	(07)	438	269	471	526	519	528	576	780	426	587
Senior	(08)	847	216	405	465	461	461	515	788	395	553
Junior	(09)	717	200	350	404	393	391	446	673	321	453
Systems Analysis											
Manager/Supervisor	(10)	48	429	557	652	615	576	775	903	514	710
Lead	(11)	85	378	475	563	528	492	659	801	439	629
Senior	(12)	298	288	456	505	493	461	538	788	405	580
Junior	(13)	131	243	357	402	392	405	432	673	336	492
Systems Programming											
Manager/Supervisor	(20)	113	400	525	614	585	576	673	946	508	709
Lead	(21)	133	326	470	567	576	576	648	801	439	617
Senior	(22)	261	200	364	459	457	461	526	801	404	577
Junior	(23)	185	194	326	392	402	423	442	634	341	484
Trainee	(24)	94	170	287	342	357	357	405	461	292	426
Applications Programming											
Manager/Supervisor	(25)	170	230	525	656	615	596	701	961	481	693
Lead	(26)	323	210	403	515	519	492	634	801	390	547
Senior	(27)	660	230	358	423	416	500	500	738	343	487
Junior	(28)	842	160	289	349	326	326	384	648	281	400
Trainee	(29)	384	140	250	284	288	250	325	448	239	335
Data Communications											
Manager	(30)	43	240	451	558	549	576	634	946	483	676
Operator	(31)	120	192	270	326	326	334	365	642	286	453
Computer Operations											
Manager/Supervisor	(32)	418	180	346	442	423	384	525	826	382	542
Lead Operator	(33)	545	161	300	326	340	339	447	730	270	380
Senior Operator	(34)	912	147	243	284	283	288	323	692	244	334
Junior Operator	(35)	925	125	205	244	240	230	280	576	207	292
I/O Control Manager	(36)	211	140	225	291	276	230	336	596	254	370
Tape Librarian	(40)	176	140	207	249	230	230	274	538	208	349
Key Entry											
Supervisor	(41)	253	125	240	303	286	250	336	650	254	358
Lead Operator	(42)	550	138	212	255	240	240	286	415	209	285
Senior Operator	(43)	1827	138	196	220	219	224	235	370	189	255
Junior Operator	(44)	1179	108	171	191	190	191	200	317	172	231

AVERAGE SALARY—BY EQUIPMENT RENTAL RANGE

Job Description	Job Code	Under $3,000/Mo.	$3,000-4,499/Mo.	$4,500-5,999/Mo.	$6,000-8,999/Mo.	$9,000-11,999/Mo.	$12,000-14,999/Mo.	$15,000-17,999/Mo.	$18,000-24,999/Mo.	$25,000-49,999/Mo.	$50,000-74,999/Mo.	$75,000-99,999/Mo.	$100,000-149,999/Mo.	$150,000 and over
MANAGEMENT		(130)	(136)	(112)	(98)	(80)	(68)	(40)	(46)	(93)	(36)	(20)	(15)	(34)
Top MIS Official	(01)	780	767	782	798	833	787	800	818	863	866	978	965	1104
Data Base Systems	(02)	**	**	501	**	**	517	**	521	562	558	678	704	788
Data Processing	(03)	484	524	543	561	610	587	604	685	681	709	779	759	835
Ass't D.P.	(04)	320	390	399	457	408	412	490	463	567	609	601	656	674
Project/Team Leader														
Leader	(05)	490	512	519	530	511	584	**	515	570	562	503	649	617
Systems Analysis and Programming														
Manager/Supervisor	(06)	543	585	524	511	509	509	**	580	592	613	689	691	761
Lead	(07)	516	525	**	438	**	439	506	500	504	542	594	519	553
Senior	(08)	**	445	447	414	407	407	457	484	465	480	473	501	475
Junior	(09)	359	325	367	327	321	318	372	370	393	379	400	409	465
Systems Analysis														
Manager/Supervisor	(10)	**	**	**	**	**	**	**	**	**	622	591	**	703
Lead	(11)	**	**	**	**	521	**	**	553	574	**	539	**	577
Senior	(12)		**	**	380	448	474	529	433	515	438	481	522	551
Junior	(13)	**	**	308	315	340	342	377	423	396	370	391	390	441
Systems Programming														
Manager/Supervisor	(20)	**	**	**	472	539	545	**	587	588	594	618	637	723
Lead	(21)	**	**	365	392	**	**	**	496	526	529	556	579	608
Senior	(22)	**	**	351	355	**	**	**	373	443	504	494	488	495
Junior	(23)	284	319	**	327	**	**	393	362	379	386	444	444	446
Trainee	(24)	**	186	225	269	**	**	278	287	310	**	376	382	398
Applications Programming														
Manager/Supervisor	(25)	446	489	**	479	480	**	529	533	531	579	589	657	739
Lead	(26)	**	443	412	461	462	468	475	485	487	489	489	546	549
Senior	(27)	365	372	387	393	402	411	431	434	412	416	428	449	459
Junior	(28)	308	307	299	312	306	310	340	334	346	338	352	366	390
Trainee	(29)	224	246	243	254	228	249	256	263	285	290	292	300	309
Data Communications														
Manager	(30)	**	**	**	**	**	**	**	422	491	507	509	524	634
Operator	(31)	**	**	**	**	**	**	**	**	296	334	**	281	343
Computer Operations														
Manager/Supervisor	(32)	313	319	329	380	392	408	420	436	478	499	506	519	568
Lead Operator	(33)	246	268	273	296	303	308	314	316	342	331	348	384	385
Senior Operator	(34)	222	256	260	257	270	273	272	291	285	287	291	309	323
Junior Operator	(35)	212	225	240	233	235	238	238	237	248	249	239	267	271
I/O Control Manager	(36)	219	232	237	245	250	258	257	282	305	314	314	336	346
Tape Librarian	(40)	**	**	**	237	**	**	241	**	227	224	236	223	274
Key Entry														
Supervisor	(41)	**	223	224	237	268	264	274	287	313	339	353	360	370
Lead Operator	(42)	214	218	215	223	234	228	232	234	252	265	277	285	294
Senior Operator	(43)	208	207	210	211	215	215	220	221	217	221	227	251	264
Junior Operator	(44)	187	194	190	179	185	186	190	215	191	187	174	179	196

* *Median—A figure having an equal number above and below*
* *Mode—The salary reported most often*
* *25th Percentile—That point at which 25% of all other salaries are lower and 75% are higher*
* *75th Percentile—That point at which 75% of all other salaries are lower and 25% are higher*

** Indicates insufficient information available

AVERAGE REPORTED WEEKLY SALARIES FOR ALL INFOSYSTEMS JOBS BY INDUSTRY

Manufacturing and Processing

Job Description	Job Code	Advertising, Printing & Publishing	Banks, Financial	Educational	Engineering, Construction	Governmental Agencies	Hospital, Health Care	Insurance	Public Utilities	Retail Sales & Distrib.	Data Proc. Service Centers	Other Services (non-DP)	Transportation	Wholesale Sales & Distrib.	Electrical, Electronic	Food, Tobacco, Drugs	Machinery, Instruments, Equip.	Metal Producing & Fab.	Apparel, Textiles	Lumber, Wood, Furn., Paper	Chemicals, Petro., Coal	Rubber, Leather, Glass, Clay	Other
MANAGEMENT		(25)	(50)	(57)	(21)	(69)	(35)	(38)	(12)	(59)	(59)	(58)	(22)	(84)	(42)	(28)	(69)	(50)	(16)	(23)	(30)	(16)	(40) — (No. Firms)
Top MIS Official	(01)	865	870	788	**	832	912	813	1021	915	883	824	**	794	783	893	895	**	**	810	850	807	982
Data Base Systems	(02)	**	646	539	**	435	**	548	810	586	679	650	**	514	**	**	812	**	**	536	**	571	646
Data Processing	(03)	559	633	589	570	603	578	636	699	587	692	596	629	553	603	570	678	620	600	546	599	491	541
Ass't D P	(04)	449	501	501	**	618	573	590	**	360	547	492	400	454	538	535	567	507	403	413	**	**	451
Project/Team Leader																							
Leader	(05)	584	607	485	530	625	572	472	703	709	567	590	706	469	524	492	611	598	493	473	590	**	594
Systems Analysis and Programming																							
Manager/Supervisor	(06)	552	616	568	646	641	584	603	900	615	674	603	538	605	576	542	732	588	616	584	609	601	624
Lead	(07)	532	507	446	477	553	484	551	680	510	489	485	479	455	497	**	514	519	536	**	**	**	488
Senior	(08)	436	468	413	434	488	449	449	589	484	483	467	476	447	478	415	488	446	423	395	467	438	438
Junior	(09)	366	412	356	**	454	376	375	417	399	365	384	420	374	357	362	393	397	328	304	380	282	370
Systems Analysis																							
Manager/Supervisor	(10)	**	521	**	**	692	**	603	865	**	634	623	729	**	**	**	689	**	**	**	**	**	**
Lead	(11)	**	**	582	**	584	481	495	**	681	504	**	586	**	**	**	663	**	**	**	**	**	558
Senior	(12)	**	492	438	**	503	**	469	683	631	467	510	442	**	515	482	513	506	**	**	**	**	**
Junior	(13)	**	440	400	**	395	392	388	461	513	355	334	349	**	442	413	398	414	**	**	**	476	418
Systems Programming																							
Manager/Supervisor	(20)	539	605	578	**	665	615	624	719	668	658	601	535	**	523	557	636	570	595	576	576	**	682
Lead	(21)	**	574	509	**	602	610	536	679	577	545	**	530	507	470	530	560	**	519	**	495	**	573
Senior	(22)	381	456	439	412	439	527	479	477	551	488	514	**	430	468	437	495	438	408	**	**	438	379
Junior	(23)	279	410	343	316	367	391	435	449	409	369	409	**	338	423	330	417	338	387	346	**	355	355
Trainee	(24)	**	360	287	**	358	**	344	**	**	259	253	**	**	297	**	345	251	**	**	**	**	**
Applications Programming																							
Manager/Supervisor	(25)	**	561	**	**	706	602	570	790	647	669	524	**	**	**	503	**	555	**	**	528	593	**
Lead	(26)	**	515	500	**	536	**	455	738	491	551	501	522	441	**	464	562	462	**	**	508	370	413
Senior	(27)	386	406	383	409	413	387	366	452	448	500	417	435	375	421	376	456	414	383	454	438	338	384
Junior	(28)	326	316	330	327	395	334	328	**	364	366	333	351	291	312	323	322	353	279	273	381	268	289
Trainee	(29)	**	272	259	**	298	314	274	**	296	279	268	247	260	270	293	269	290	162	**	346	**	**
Data Communications																							
Manager	(30)	**	516	541	**	594	**	486	**	632	567	**	**	499	549	**	634	**	**	**	**	**	525
Operator	(31)	**	316	300	**	309	**	248	338	375	336	**	**	278	**	329	371	**	**	**	**	**	286
Computer Operations																							
Manager/Supervisor	(32)	390	415	466	**	524	417	446	640	438	397	401	540	369	427	451	508	384	420	498	426	429	429
Lead Operator	(33)	317	303	314	326	390	297	309	454	330	304	295	373	277	292	301	371	313	309	252	325	257	277
Senior Operator	(34)	268	272	272	257	308	269	275	397	278	268	279	306	275	268	269	304	270	244	260	305	211	266
Junior Operator	(35)	252	219	236	240	278	226	237	263	235	241	230	248	215	234	243	270	253	221	242	278	224	222
I/O Control Manager	(36)	223	297	292	**	328	**	344	375	327	219	325	285	270	225	257	277	327	287	256	284	253	331
Tape Librarian	(40)	**	202	278	**	263	269	224	**	282	177	231	234	**	212	**	231	250	189	**	**	**	283
Key Entry																							
Supervisor	(41)	262	354	268	289	316	241	355	470	281	272	285	409	256	288	246	321	270	278	266	277	**	286
Lead Operator	(42)	260	258	221	251	244	240	255	370	219	231	235	298	227	245	240	254	236	237	230	262	250	236
Senior Operator	(43)	225	230	212	236	220	212	204	272	210	211	209	219	210	222	238	242	228	204	203	233	221	226
Junior Operator	(44)	199	199	176	222	185	180	166	233	201	181	200	192	177	203	187	206	188	188	168	210	189	212

** Indicates insufficient information available

Average Reported Weekly Salaries for All Infosystems by Industry

AVERAGE REPORTED WEEKLY SALARIES FOR ALL INFOSYSTEMS JOBS BY GEOGRAPHIC AREA

Region and Metropolitan Area

Job Description	Job Code	New England ME, VT, NH, MA, CT, RI	Boston	Hartford	Mid Atlantic NY, PA, NJ	Albany	Buffalo/Syracuse	Jersey City/Newark	New York	Philadelphia	Pittsburgh	Rochester	So. Atlantic WV, MD, DC, VA, NC, SC, GA, FL, DC	Atlanta	Baltimore	Charleston/ Richmond/Roanoke	Charlotte/Raleigh	Jacksonville/ Orlando/Tallahassee	Miami	Washington, DC	East North Central WI, MI, IL, IN, OH	Chicago	Cincinnati	Cleveland	Columbus	Dayton	Detroit	Grand Rapids	Indianapolis	Milwaukee
MANAGEMENT		(29)	(13)	(8)	(142)	(10)	(24)	(31)	(37)	(21)	(10)	(9)	(119)	(21)	(20)	(17)	(17)	(13)	(14)	(17)	(268)	(93)	(27)	(20)	(20)	(17)	(21)	(12)	(12)	(26)
Top MIS Official	(01)	828	**	884	867	**	**	852	916	**	**	**	905	**	**	**	**	**	**	909	828	842	757	772	713	696	**	**	769	**
Data base Systems	(02)	678	**	**	585	**	**	**	**	**	**	**	638	**	606	**	673	**	632	686	741	825	**	**	**	**	628	**	**	663
Data Processing	(03)	637	601	729	596	530	568	598	676	613	**	567	597	579	630	553	578	**	638	773	596	661	490	556	515	534	663	579	583	577
Ass't D.P.	(04)	510	501	**	524	**	**	**	520	467	**	**	641	541	640	507	**	**	541	789	475	401	**	**	468	**	**	**	**	**
Project/Team Leader																														
Leader	(05)	500	508	506	623	**	471	686	621	487	**	**	595	451	540	425	495	**	542	646	581	595	485	**	**	**	566	495	547	519
Systems Analysis and Programming																														
Manager/Supervisor	(06)	538	515	595	587	610	568	654	650	514	576	488	675	589	575	634	531	485	565	757	641	737	585	**	596	559	638	**	613	690
Lead	(07)	**	**	**	477	490	**	534	604	453	**	**	485	480	490	477	405	**	478	506	508	525	463	499	**	458	**	**	483	**
Senior	(08)	408	**	422	469	406	440	496	548	**	460	**	450	417	469	449	395	**	435	502	459	470	412	**	414	425	525	**	444	413
Junior	(09)	315	**	**	370	364	**	402	365	**	**	**	373	385	383	393	303	270	341	406	370	380	364	405	322	371	420	**	334	305
Systems Analysis																														
Manager/Supervisor	(10)	519	**	**	651	**	**	**	599	**	**	**	600	**	572	**	**	**	**	622	611	**	**	**	**	**	**	**	**	**
Lead	(11)	476	**	**	584	**	**	**	**	**	**	**	512	514	489	**	**	**	**	**	576	**	**	**	**	**	**	**	**	**
Senior	(12)	**	**	**	460	**	466	479	458	**	342	**	488	422	459	512	465	436	**	561	495	473	**	534	522	**	**	511	**	**
Junior	(13)	295	**	**	386	**	387	364	346	**	**	**	358	358	386	355	295	**	**	365	415	422	**	**	**	**	**	**	**	418
Systems Programming																														
Manager/Supervisor	(20)	560	**	538	610	585	561	**	605	558	**	614	615	580	587	**	**	528	520	**	572	569	573	**	**	**	**	**	559	584
Lead	(21)	497	**	**	561	474	517	**	512	**	**	**	531	525	**	420	582	523	**	**	517	563	446	**	557	519	548	**	**	**
Senior	(22)	360	**	345	421	343	431	**	442	**	**	**	443	472	490	413	502	418	442	461	461	428	427	479	450	504	432	**	490	525
Junior	(23)	**	**	**	363	**	326	372	384	345	339	326	371	370	440	312	437	339	384	403	382	336	340	**	**	**	**	**	307	423
Trainee	(24)	**	**	**	342	**	260	**	**	**	327	288	298	**	378	266	**	**	**	**	244	269	**	**	**	**	**	**	**	219
Applications Programming																														
Manager/Supervisor	(25)	509	496	528	584	**	518	655	570	583	**	461	604	651	605	422	623	**	531	615	695	855	**	606	**	480	581	569	442	566
Lead	(26)	432	**	**	470	**	**	534	532	**	**	432	437	580	394	**	432	441	433	541	519	595	**	429	476	361	**	**	404	450
Senior	(27)	337	412	358	444	390	436	495	411	464	**	390	445	476	357	372	382	428	407	521	408	447	362	417	398	304	439	411	**	382
Junior	(28)	313	323	343	344	243	370	371	323	285	**	291	317	342	290	288	322	**	318	351	310	320	249	315	305	314	335	**	293	304
Trainee	(29)	290	323	**	268	**	265	287	250	225	230	250	287	316	277	226	256	**	281	280	266	291	230	289	269	280	219	**	288	267
Data Communications																														
Manager	(30)	562	**	**	611	516	**	632	**	**	**	**	474	358	393	535	**	**	417	**	571	556	**	**	**	**	576	451	**	**
Operator	(31)	230	**	**	299	**	329	251	305	**	**	301	264	229	289	271	**	**	**	**	332	320	**	**	**	**	345	**	347	**
Computer Operations																														
Manager/Supervisor	(32)	431	443	435	435	**	436	471	393	435	**	409	415	359	451	447	413	369	372	510	437	465	445	432	416	370	432	405	573	402
Lead Operator	(33)	304	295	322	319	393	295	309	298	343	**	289	331	280	342	376	290	294	262	535	315	326	281	353	243	247	381	306	316	264
Senior Operator	(34)	282	259	270	278	302	276	287	279	258	205	259	283	258	283	319	270	229	268	383	283	303	269	314	261	232	319	327	266	256
Junior Operator	(35)	260	246	256	230	227	254	237	224	209	214	214	264	235	225	282	211	182	227	326	237	240	232	253	217	198	260	261	207	215
I/O Control Manager	(36)	270	**	**	282	344	267	302	357	225	**	**	292	265	310	304	343	268	**	309	299	269	258	331	253	242	437	337	382	250
Tape Librarian	(40)	215	213	237	227	**	178	238	202	204	**	**	257	218	265	198	227	192	**	253	241	251	186	269	269	197	286	**	**	197
Key Entry																														
Supervisor	(41)	265	274	253	297	286	261	286	324	305	313	275	274	255	289	235	234	215	314	322	295	321	236	284	240	236	315	300	278	318
Lead Operator	(42)	225	188	245	240	254	230	237	278	221	236	239	229	233	238	209	182	180	210	267	241	247	218	236	213	210	248	256	193	240
Senior Operator	(43)	211	202	217	217	216	206	217	231	217	219	216	214	211	217	191	193	175	203	249	227	255	196	213	191	192	236	214	181	205
Junior Operator	(44)	176	181	171	178	177	163	201	191	178	179	135	185	186	174	171	171	131	183	227	192	208	165	196	175	168	183	167	185	179

** Indicates insufficient information available

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Average Reported Weekly Salaries for All Infosystems Jobs by Geographic Area

AVERAGE REPORTED WEEKLY SALARIES FOR ALL INFOSYSTEMS JOBS BY GEOGRAPHIC AREA

Region and Metropolitan Area

Job Description	Job Code	Rockford	East South Central KY, TN, MS, AL	Memphis	Nashville	West North Central ND, MN, SD, NE, IA, KS, MO	Des Moines	Kansas City KS, MO	Lincoln/Omaha	Minn./St. Paul	St. Louis/E. St. Louis	West South Central TX, OK, AR, LA	Austin/San Antonio	Dallas/Ft. Worth	Houston	New Orleans	Oklahoma City	Mountain UT, MT, ID, NV, WY, CO, AZ, NM	Denver	Phoenix	Pacific WA, OR, CA	Los Angeles	Portland	San Diego	San Francisco/Oakland	Seattle/Tacoma	National Average Comparison 1980	1981	% Increase
MANAGEMENT		(12)	(28)	(11)	(13)	(78)	(9)	(16)	(7)	(26)	(20)	(67)	(10)	(21)	(16)	(11)	(9)	(40)	(19)	(13)	(138)	(77)	(11)	(11)	(25)	(14)			
Top MIS Official	(01)	**	908	**	**	842	873	855	**	**	**	952	865	**	882	**	**	802	794	737	923	807	**	**	**	**	766	868	13.3
Data Base Systems	(02)	**	467	**	**	549	**	**	**	**	**	413	**	**	**	**	**	571	**	**	820	**	**	**	**	**	553	558	1.0
Data Processing	(03)	591	579	550	615	569	**	578	519	545	570	622	576	689	675	635	609	582	646	586	623	632	577	**	609	597	549	601	9.5
Ass't D.P.	(04)	**	490	**	**	509	**	528	503	**	481	507	480	580	**	500	**	505	**	507	488	573	**	515	**	528	529	544	2.8
Project/Team Leader																													
Leader	(05)	**	468	510	345	493	549	468	408	673	450	660	725	659	532	520	673	557	546	564	676	659	**	739	682	643	526	595	13.1
Systems Analysis and Programming																													
Manager/Supervisor	(06)	491	590	631	522	551	**	614	**	532	453	671	662	600	633	640	769	607	609	599	658	697	**	**	579	565	530	639	20.6
Lead	(07)	**	508	516	496	487	525	**	**	**	**	590	613	582	540	**	637	514	508	520	614	658	615	576	533	551	450	526	16.9
Senior	(08)	**	452	452	421	424	482	389	400	412	422	483	456	495	519	497	**	465	468	464	513	531	551	448	510	454	419	465	11.0
Junior	(09)	372	384	373	361	369	396	357	289	315	411	469	368	394	403	418	529	427	409	431	391	412	393	384	368	390	352	404	14.8
Systems Analysis																													
Manager/Supervisor	(10)	**	**	**	**	**	**	**	**	**	**	732	759	615	**	**	**	**	**	**	**	**	**	**	**	**	540	652	20.7
Lead	(11)	**	472	**	**	557	**	**	**	539	**	655	690	570	**	**	**	**	**	**	490	470	476	**	**	528	495	563	13.7
Senior	(12)	483	470	427	494	553	**	**	**	538	**	542	540	538	555	**	561	525	557	461	**	**	**	**	**	**	451	505	12.0
Junior	(13)	414	392	415	346	418	461	**	**	424	385	383	375	426	465	**	**	339	336	346	**	**	**	**	**	**	376	402	6.9
Systems Programming																													
Manager/Supervisor	(20)	**	613	665	538	623	617	543	**	**	**	659	**	665	600	**	**	607	581	628	730	761	646	**	698	634	545	614	12.7
Lead	(21)	**	516	527	576	483	482	470	**	**	494	635	678	644	577	**	**	549	**	563	650	690	**	572	**	606	490	567	15.7
Senior	(22)	**	430	465	426	429	425	454	375	458	403	579	649	527	516	**	**	456	411	500	541	483	517	503	**	552	437	459	5.0
Junior	(23)	**	348	384	363	336	392	302	**	**	321	413	405	424	391	**	**	403	368	425	449	437	534	429	**	451	333	392	17.7
Trainee	(24)	**	**	**	**	292	**	**	**	307	287	376	376	384	**	**	**	315	249	353	324	**	**	**	**	**	303	342	12.9
Applications Programming																													
Manager/Supervisor	(25)	528	461	**	461	592	713	564	**	546	**	717	688	697	530	**	753	547	512	550	674	767	**	615	**	**	535	656	22.6
Lead	(26)	409	350	403	323	417	**	478	**	415	419	614	663	440	501	522	672	531	509	480	584	581	**	**	621	**	422	515	22.0
Senior	(27)	384	348	371	304	377	367	401	**	386	336	474	485	521	455	404	**	401	399	403	464	460	377	465	541	407	371	423	14.0
Junior	(28)	328	259	289	245	297	311	287	279	309	245	461	395	380	348	356	524	339	326	363	359	372	323	352	368	351	308	349	13.3
Trainee	(29)	262	254	263	227	254	**	**	240	261	**	319	385	376	307	**	312	257	252	255	276	259	325	300	288	294	252	284	12.7
Data Communications																													
Manager	(30)	**	**	**	**	468	492	423	**	**	455	658	**	**	**	**	**	518	**	**	**	**	**	**	**	**	503	558	10.9
Operator	(31)	**	**	**	**	319	**	336	**	**	286	376	405	371	362	**	**	335	**	335	**	**	**	**	**	**	287	326	13.6
Computer Operations																													
Manager/Supervisor	(32)	414	442	539	390	401	444	419	371	367	397	480	558	448	504	463	299	480	522	488	482	495	662	488	436	467	391	442	13.0
Lead Operator	(33)	306	327	366	289	288	312	240	257	277	307	382	542	358	349	332	167	318	385	275	353	343	377	338	355	376	296	326	10.1
Senior Operator	(34)	255	263	293	237	273	249	270	247	286	294	285	272	269	303	324	226	273	291	258	322	323	352	333	307	308	264	284	7.6
Junior Operator	(35)	212	236	224	240	252	240	211	215	251	283	236	222	243	261	207	206	232	235	232	262	256	295	306	246	258	222	244	9.9
I/O Control Manager	(36)	**	274	264	285	274	342	367	198	254	241	275	211	252	306	359	461	310	340	272	309	301	360	305	315	**	271	291	7.4
Tape Librarian	(40)	**	233	201	246	197	165	318	**	167	267	242	243	223	280	**	**	226	231	221	320	337	193	**	275	365	222	249	12.2
Key Entry																													
Supervisor	(41)	293	233	278	205	271	327	278	238	274	248	334	340	379	325	230	258	300	334	290	354	337	379	293	411	412	264	303	14.8
Lead Operator	(42)	217	206	233	198	230	251	230	199	240	218	261	252	273	293	216	250	266	251	294	334	348	277	276	286	292	217	255	17.5
Senior Operator	(43)	207	188	191	185	200	176	200	188	198	206	243	207	239	266	211	198	203	224	205	235	221	266	234	268	274	199	220	10.6
Junior Operator	(44)	195	180	170	181	175	183	187	171	174	170	202	161	200	231	190	167	181	190	169	232	222	187	**	233	246	178	191	7.3

** Indicates insufficient information available

(No. 1 Average Reported Weekly Salaries for All Infosystems Jobs by Geographic Area

WP Salary Increases Range from 10 to 23 Percent

Use of word processing equipment shows shift to shared, multiterminal systems or in-house minicomputers. Some industry segments indicate greater use of WP; others plan installations.

by Frederick W. Miller, Senior Editor, and Raymond S. Winkler, Manager of Research

Salaries for people working in the field of word processing were increased from 10 percent to 23 percent nationwide, according to the second annual word processing salary and equipment survey conducted by INFOSYSTEMS magazine. Specific dollar amounts ranged from $8 per week to $65 per week, survey results indicate.

When looking at salary changes as they relate to a company's total word processing budget, it was found that firms with larger budgets—$50,000 and more per year—gave larger dollar raises, but only to the top departmental people.

For instance, the salary paid the manager of word processing in a firm with a WP budget of more than $100,000 was increased $94 to $456 per week, and in a firm with a budget of more than $250,000, the manager's salary was raised by $72 to $521 per week.

The largest single salary increase, based on the respondents' information, $129, to $435 per week, for word processing supervisors in firms with total WP budgets of $250,000 a year or greater.

From the national salary figures, it also was learned that the salary for a word processing manager ranged from a low of $207 per week to a high of $916 per week. These figures represent an increase of $15 per week, or 7.8 percent, for the lowest reported salary; an increase of $157 per week, or 19.45 percent, in the highest reported salary, and an increase of $15, or three percent, in the established salary range.

For equipment used to perform word processing, there were several shifts, compared with information gathered a year ago. Electronic memory typewriters; shared-logic, multiterminal CRT systems; and in-house minicomputers with WP capabilities all showed increased usage. And there were slight declines in the use of mag card typewriters, stand-alone CRT systems and in-house mainframe computers with word processing capabilities.

Additionally, there were shifts among the types of firms that said they are using word processing, with substantial increases noted within some industry segments, such as engineering & construction; food, tobacco and drugs; hospitals and health care; electrical manufacturing; and transportation.

Slight declines in the percentage of firms using word processing were noted among public utilities; advertising, printing and publishing firms; educational institutions; banking and finance firms; and non-data processing service firms.

Although higher salaries were paid for WP workers, it was surprising that reporting companies noted that a smaller portion of their WP budgets was spent for personnel in 1980 than in the previous year—54.8 percent in 1980 compared to 57.1 percent in 1979. Equipment and maintenance was a slightly higher percentage, rising to 30.7 percent in 1980 from 29.2 percent the year before.

Weekly Salaries for Word Processing Jobs: Nationwide

	NATIONAL STATISTICS									
Job Description	Number Reported	Lowest Reported Actual Salary	25th Percentile Actual Salary	National Average Actual Salary	Median Actual Salary	Mode Actual Salary	75th Percentile Actual Salary	Highest Reported Actual Salary	Established Salary Range—Average Low	Established Salary Range—Average High
Manager Of Word Processing	57	207	326	449	415	461	533	961	363	499
Word Processing Supervisor	78	215	271	360	346	326	415	769	277	390
WP Coordinator Or Ass't. Mgr./Supervisor	58	159	258	316	307	321	331	673	247	354
Word Processing Operator, Lead	398	134	250	287	300	310	320	576	204	282
Word Processing Operator, Senior	622	126	189	219	213	207	248	441	197	270
Word Processing Operator, Junior	294	136	188	213	208	206	231	380	184	247
Proofreader	19	150	175	226	196	192	256	390	185	240

Word Processing Equipment Used

Equipment Type	Percent Using
Stand-Alone CRT/floppy disk	43.1
Electronic Memory Typewriter	33.7
with one-line display	13.0
with mag card	8.7
with floppy disk	15.2
Shared Logic, Multistation CRT	31.2
Mag Card Typewriter	29.7
In-House Minicomputer	25.0
Magnetic Tape Typewriter	11.2
In-House Mainframe Computer	10.5
Other	3.6

Percentage is more than 100 because firms with more than one type of equipment checked all types in use.

Word Processing Usage by Industry

Type of Organization	Percent Using
Insurance	89.5
Government (state, fed., local)	79.7
Engineering & Construction	77.8
Food, Tobacco, Drugs	76.9
Hospitals, Health Care	75.0
Electrical Manufacturing	73.7
Transportation	71.4
Lumber, Wood, Furniture, Paper	70.0
Chemicals, Petroleum, Coal	70.0
Public Utilities	66.7
Advertising, Printing, Publishing	63.6
Education	63.6
Machinery, Instruments, Equipment	58.6
Banking & Finance	55.2
Services, Data Processing	50.0
Rubber, Leather, Glass & Clay Products	50.0
Services, Not Data Processing	44.1
Retail Sales & Distribution	43.8
Apparel, Textiles	42.9
Wholesale Sales & Distribution	41.7
Metal Producing & Fabricating	40.7
Other Respondents	58.5

Reporting Relationship for WP Function

Reports to	Percent
Director/Manager of Administrative Services	21.1
Director/Manager MIS/Information Services	16.7
President/Owner/General Manager	15.4
Finance Officer	10.6
Director/Manager of Data Processing	7.9
Manager of Secretarial Services	6.6
Other	21.6

Other categories include business manager, principal, city manager, city clerk, operations manager/assistant vp/vp, office systems/services manager, engineering manager, marketing and sales management, personnel and human resources manager, publications manager, data base administrator, legal dept. head, and purchasing manager.

Percentage of WP Budget by Size of WP Budget

	Under $10M	$10M To $24.9M	$25M To $49M	$50M To $99M	$100M To $249M	$250M And Over	Total
Personnel	41.6	51.3	65.4	58.7	57.4	56.6	54.8
Equipment & Maint.	37.1	34.5	26.9	27.2	30.4	26.6	30.7
Software	3.8	3.1	1.2	3.2	1.8	3.5	2.7
Supplies	13.4	10.7	6.2	8.3	6.7	9.2	9.0
Outside WP Services	4.1	0.1	0.0	0.3	0.1	1.0	0.8
Other	0.0	0.3	0.3	2.3	3.8	3.1	2.0

Job Descriptions Available

Detailed job descriptions of the word processing positions surveyed are available free of charge by entering number 23 on the Reader Information Card.

Word Processing Usage by All Respondents

	Percent
In-House Word Processing	60.7
WP Service Bureau	0.4
WP on Timesharing Service	0.4
WP at Other Locations	2.1
No, Plan to within 2 yrs.	20.9
No WP Operation/Function	15.4

One question about WP usage asked this year, and not asked a year ago, gives a good indication about what firms are planning. Slightly more than 20 percent of the respondents said they have no word processing equipment but plan to acquire some type of WP system within the next two years. Another 15 percent indicated they have no WP operation or function within their firms.

Of all respondents, however, nearly 61 percent said they have an in-house word processing function, a slight increase from the nearly 56 percent a year ago.

In reporting relationships, the top data processing or MIS person appeared to pick up responsibility for word processing as well. Nearly 17 percent of the respondents said they report to the director/manager of MIS or information systems, up from about 10 percent; while the number reporting to the director /manager of administrative services declined to 21 percent from nearly 30 percent. □

For a free reprint of this article and charts, enter number 22 on the Reader Information Card.

Full Survey Results

Summary results of the second INFOSYSTEMS word processing salary and equipment survey are presented in this article and charts. Complete, spiral-bound results are available for $75. Check or company purchase order must accompany all orders. Mail to Word Processing Salary Survey Dept., INFOSYSTEMS, Hitchcock Bldg., Wheaton, IL 60187.

Summary of Weekly Salaries by Size of Word Processing Budget

Total Annual WP Budget	No. Of Firms Reporting	Manager Of Word Processing	Word Processing Supervisor	WP Coordinator Or Asst. Mgr./Supvr.	WP Operator, Top	WP Operator, Senior	WP Operator, Junior	Proofreader
Under $10,000	17	333	263	**	182	184	187	**
$10,000 to $24,999	35	377	311	246	223	230	191	155
$25,000 to $49,999	32	392	322	263	242	233	193	186
$50,000 to $99,999	44	456	332	314	253	236	197	197
$100,000 to $249,999	28	456	334	334	253	236	200	200
$250,000 and over	19	521	435	365	310	249	225	256

** Indicates insufficient information available